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WHOLESALE LIST

" ... OF ...

QUALITY

GLADIOLUS



... FROM ...

JOHN H. MCKIBBIN

1309 Division Street

GOSHEN, - INDIANA

Commercial kinds **THAT SELL!**



LIBRARY

DEPARTMENT OF AGRICULTURE

JUN 25 1929 ★

U. S. Department of Agriculture.

Chas. E. F. Gersdorff
1825 North Capitol St.
Washington, D.C.

RESULTS COUNT!

In presenting this list to my Grower Friends, it is with a knowledge that it contains no varieties except those which many years of experience in growing for both blooms and bulbs have proven to be kinds which make for themselves an ever increasing demand.

Popularity, or "styles" change in flowers as they do in milady's hats and gowns, and the varieties presented here are those which I have been growing for a period of years and for which there is an increasing demand in the flower markets each season.

In this list you will note the absence of many kinds which have been regarded by some growers as "good commercial varieties." Perhaps some of them may have merit, but if the trade demand is for newer and different kinds, and those older and lower priced ones do not sell at any price, then there must be an actual pecuniary loss in anyone growing and trying to market those old kinds.

My list of wholesale varieties is not large but it is a select one. Through an eliminating process covering the past ten years of growing for the cut flower market, and governed entirely by the continually increasing "consumer demand," the absence of loss through "grading," and the many other things that so seriously affect the gross result of sales, I have concentrated my efforts on the varieties listed here with the result that there has been a constant telegraphic demand from market centers for more, even though I had been shipping hundreds of thousands to them and selling at the very highest market prices!

None are listed that are not extremely desirable as commercial stocks. All are prolific, both in flowers and bulbs, all are large bloomers, good shippers and excellent keepers. Many are extremely early, others are midseason and still others are late bloomers. The varieties are chosen to give the best of blooms under the varying conditions which governs both the weather and the market at its several seasonal stages.

Why Buy Bulbs on Price Alone if no Market is to Be Had for the Blooms from Those "Price" Bulbs!

DOROTHY McKIBBIN—It is a beautiful apple blossom pink, flaked and tinted a trifle darker at the edges of the petals. Extraordinarily ruffled and a winner anywhere. The tall, slender, wiry spikes, the large, beautiful buds and blooms, its coloring and ruffles, its excellent forcing qualities, its earliness, its stamina shown in shipping and keeping, its recuperative powers, its perfect placement of large florets with many open make it an ideal exhibition, florist and commercial variety. As a landscape variety it stands up well in either extreme hot or cold weather and will bloom under ordinary conditions in 60 days. You will make money with it.

	PER ONE HUNDRED					
	No. 1 $\frac{1}{2}$ to in. up	No. 2 $1\frac{1}{4}$ to $1\frac{1}{2}$ in.	No. 3 1 to $1\frac{1}{4}$ in.	No. 4 $\frac{3}{4}$ to 1 in.	No. 5 $\frac{1}{2}$ to $\frac{3}{4}$ in.	No. 6 under $\frac{1}{2}$ in.
Alice Tiplady	\$4.00	\$3.50	\$3.00	\$2.50	\$2.00	\$1.50
Arizona Rose	5.00	4.50	4.00	3.50	3.00	2.50
Al Shira	5.00	4.50	4.00	3.50	3.00	2.50
Bright Red	4.00	3.50	3.00	2.50	2.00	1.50
Broadcaster	20.00	18.00				
Bumble Bee	10.00	9.00	8.00	7.00	5.75	4.50
Chicago White	2.50	2.00	1.50	1.00	0.75	0.50
Challenger	7.50	6.50	5.50	4.50	3.50	2.50
Dorothy McKibbin	5.00	4.50	4.00	3.50	3.00	2.50
Defiance	8.00	7.00	6.00	5.50	5.00	4.00
E. J. Shaylor	4.00	3.50	3.00	2.50	2.00	1.50
Gov. Hanly	4.50	4.00	3.50	3.00	2.50	2.00
Joe Coleman	5.00	4.50	4.00	3.50	3.00	2.50
Kunderdi Glory	5.00	4.50	4.00	3.50	3.00	2.00
Lily White	3.00	2.50	2.00	1.75	1.50	1.25
Mack's Cardinal	10.00	9.00	8.00	6.50	4.75	3.50
Mrs. Frank Pendleton..	3.00	2.50	2.00	1.75	1.50	1.00
Miss Helen Franklin...	3.00	2.50	2.00	1.50	1.25	1.00
Magic	4.50	4.00	3.50	3.00	2.50	2.00
Mary Pickford	5.50	5.00	4.50	4.00	3.50	2.50
Mid Summer Dream...	9.00	8.00	7.00	6.00	5.00	4.00
Nightingale	6.00	5.00	4.00	3.00	2.50	1.50
Panama	4.00	3.50	3.00	2.50	2.00	1.50
Pride of Lancaster.....	8.00	7.00	6.00	5.00	4.00	3.00
President Menocal	9.00	8.00	7.00	6.00	5.00	4.00
Red Copper	8.00	7.00	6.00	5.00	4.50	3.50
Racine	8.00	7.00	6.00	5.00	4.50	3.50
1910 Rose	4.00	3.50	3.00	2.50	2.00	1.50
Rose Glory	5.00	4.50	4.00	3.50	3.00	2.50
Roanoak	2.50	2.00	1.50	1.25	1.00	0.75
Robert M. LaFollette ...	20.00	18.00	16.00	14.00	12.00	10.00
Sentinel	5.00	4.50	4.00	3.50	3.00	2.50
Summer Beauty	4.50	4.00	3.50	3.00	2.50	2.00
Tyrian Beauty	8.00	7.00	6.00	5.00	4.50	3.50
Uhlán Chief	8.00	7.00	6.00	5.00	4.50	4.00
White King	2.50	2.00	1.75	1.50	1.25	1.00

NOTICE OF TERMS

For one thousand rate multiply the one hundred rate by seven. Twenty-five bulbs at the one hundred rate, two hundred and fifty at the thousand rate.

Postage prepaid on all bulbs ordered at the one hundred rate. Those ordered at the one thousand rate shipped F.O.B. Goshen.

Prices quoted subject to stock being unsold on receipt of order.

A discount of 5% will be allowed on all orders received with full remittance. Orders for more than \$10.00 will be held on deposit of 25% for spring shipment (up to April 1st) C. O. D. for balance.

No packing charges. No substitutions, unless second choice is mentioned with order.

Stock is guaranteed to be of best quality and true to name. Will replace any bulbs that do not come true to name.

No shipments sent out prior to February 20, 1927.

No Order Accepted for Less Than \$2.00.



DOROTHY McKIBBIN